

INVEST EDINBURGH

#62

April – July '18

EDINBURGH OFFERS CLEAR SIGNPOSTING ON ROAD TO INVESTMENT

Joined-up support and a mature equity investment sector are helping to launch businesses ready for scale-up.

p8

Capital connections

Edinburgh's entrepreneurial ecosystem is real USP.

p16

Added extras

How investment in cycling infrastructure is supporting the active travel agenda.

p17

STARRING ROLE



FILM EDINBURGH CELEBRATES A RECORD YEAR

Capital focus

A bright future in the offing for Port Edgar Marina.

p15



Research

Gates Foundation supports innovative agricultural research.

p5

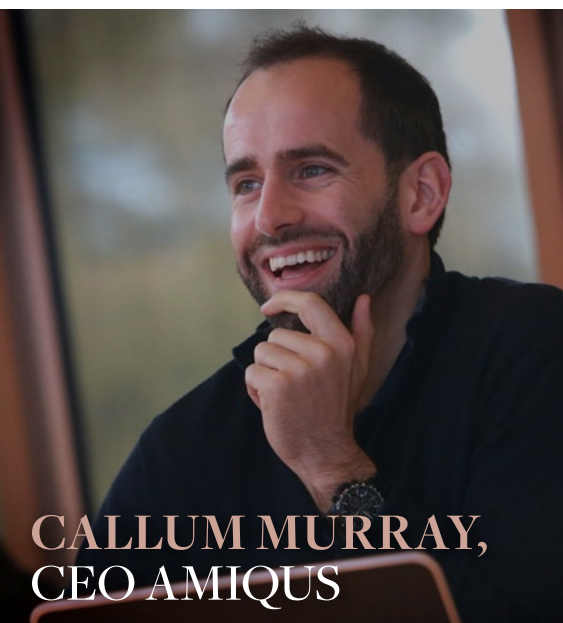
ALSO INSIDE:

Edinburgh Futures Institute unveiled p2

Sustainable growth p4

Made in Edinburgh: Cheeky Chompers p14

Fazenda opens new restaurant p14



WELCOME TO THE LATEST ISSUE OF *INVEST EDINBURGH*. IT HAS BEEN ANOTHER AWARD-WINNING YEAR FOR SCOTLAND'S CAPITAL.



As the new Convenor of the Housing and Economy Committee I am delighted to introduce this edition of the magazine with Vice-Convenor Lezley Marion Cameron. Our Invest Edinburgh Team has been working on a new look to the magazine to better incorporate both digital and print platforms. We hope you enjoy your refreshed magazine.

Edinburgh celebrated considerable success in attracting investment in 2017, reflecting its robust and diverse regional economy. The city's skilled and educated workforce helped make Edinburgh the UK's most attractive city for inward investment outside London according to research undertaken by Arcadis report, entitled "Investing in Britain: Cities Built for the Future".

Scotland's capital attracted 34 FDI projects last year, totalling an estimated £1,270m in investment and creating 2,600 (estimated) additional jobs. Much of that success has been seen in technology, media and telecoms, which accounted for 31% of inward investment, with North America dominating activity. In the following pages, we explore what makes Edinburgh stand out as an attractive destination for entrepreneurs, start-ups and well established global business in our regular 10 Questions, Cover Feature and Round Table columns.

As we seek to maintain that momentum, the city is coming together to ensure that growth and economic success generate sustainable opportunities for all.

As a final word, we would like to pay tribute to Professor Jon Oberlander, Assistant Principal for Data Technology at the University of Edinburgh, who sadly passed away on 19 December. In our previous edition, Jon, a passionate supporter of The Edinburgh International Science Festival, kindly shared his inspiring vision of the University's Bayes Centre, of which he was Director.

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Councillor Kate Campbell
Convenor of the Economy and Housing Committee

Councillor Lezley Marion Cameron
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The data driven institute looks to the future

Image courtesy of Bennetts Associates.



Summary: The Edinburgh Futures Institute aims to tackle some of the world's most pressing, challenging problems through the application of data analytics, combined with bold, original thinking.

www.efi.ed.ac.uk

The launch of the Edinburgh Futures Institute in late 2017 signalled the latest development in the city's drive to become recognised as the data capital of Europe. A recent £10m donation – the largest single capital donation ever received by the University – has paved the way for work to begin on the conversion of 21,300 m² of floor space, 6,000 of which will be new construction.

A key tenet of the data driven agenda that underpins the recent Edinburgh and South East Scotland City Deal, the Institute builds and expands on the University of Edinburgh's acknowledged global expertise in data

science. The Institute will eventually be housed in the heart of Edinburgh's Quartermile development, and, when it opens in 2021, will deliver one of the largest centres for interdisciplinary learning and research in Europe.

It promises to reinvent education through the application of data science and arts and humanities to societal challenges. It aims to combine the finest traditions of philanthropy with a bold approach to academic collaboration that has the potential to forge new inter-disciplinary partnerships. By bringing together experts from previously disparate fields, it becomes possible to bring fresh thinking to today's pressing problems.

Facts & Stats

£247,842 Edinburgh average house price (December 2017)

2nd highest concentration of students in the UK (118.8 students per 1,000 residents) NOMIS annual population survey

40.1% of jobs in Edinburgh are highly skilled, the highest proportion in the UK.

Edinburgh office market hits 16-year high



Figures from Savills show Scottish hotel investment reached £195m in 2017, with Edinburgh leading the way. Latest deals included the £85m purchase of Edinburgh's Waldorf Astoria-The Caledonian by Abu Dhabi-based investor Twenty14 Holdings, a Lulu Group International subsidiary.



Summary: With robust, strong demand for prime locations and limited Grade A supply, opportunity knocks in Edinburgh.

www.qmile.com
www.newwaverley.com

A 40% year-on-year rise in Edinburgh's commercial property market in 2017 saw more than 102,000 m² (1.1m ft²) of high grade office space transacted, the first time the city has exceeded the 1m sq. ft. mark since 2004.

Last year saw several high-profile pre-let deals struck.

These included the decision by HMRC to take 17,200 m² (186,500 ft²) of new space at New Waverley; State Street's pre-let of 6,100 m² (65,628 ft²) at Quartermile 3; and Standard Life Aberdeen's deal on 6,500 m² (69,000 ft²) at 10 George Street. In addition, Royal London signed a deal for 3,400 m² (32,000 ft²) at 22 Haymarket Yards, while UBS Wealth Management opened its new Edinburgh HQ at One St. Andrew Square.

Edinburgh's reputation as a global tech cluster has also proved disruptive in a market characterised by tight supply,

accounting for nearly 20% of new deals. Among the biggest moves last year was Computershare, which is creating a new 3,850 m² (41,395 ft²) centre in the heart of the city, as well as Edinburgh-headquartered fintech business Nucleus Financial, which moved into 1,750 m² (18,750 ft²) of refurbished Grade A office space at Greenside.

While sustained demand has boosted confidence in Edinburgh's ability to weather the uncertainties brought by Brexit over coming years, the dominance of pre-let activity in the 2017 figures reflects a growing concern from experts regarding the level of speculative development taking place in the city.

As demand soars, partly fuelled by a thriving tech ecosystem, Grade A vacancy rates in the city have fallen to 1.3%. With just 9,500 m² (102,000 ft²) of new build Grade A space due for completion between 2018-2020, the current tight supply looks set to continue.

A robust and rapidly evolving regional economy means demand across Edinburgh's commercial property looks set to remain high, creating fresh opportunities for overseas investors and private equity lenders.



13,432,485 people passed through Edinburgh Airport in 2017, it's busiest ever year. 32 of the 34 new routes launched in 2017 were to international destinations.

Direct route to Beijing secured

Hainan Airlines will launch the first ever direct flights from Scotland to China from 12th June.

The route, on an Airbus A330-300, will fly from Beijing to Dublin, then on to Edinburgh and back to Beijing, every Thursday and Sunday. Returning passengers will arrive in Edinburgh on Tuesdays and Saturdays, before the flight goes to Dublin and returns to Beijing.

These routes will benefit

Scotland's economy, culture and tourism. "Edinburgh is second only to London as the most popular UK destination for Chinese tourists, and we have worked incredibly hard with partners across the city and country to get to this point," said Gordon Dewar, Chief Executive of Edinburgh Airport.

He added, "Hainan Airlines must be congratulated for this innovative approach to open up these cities to the Chinese market."

Brokered over three years, the announcement marks the successful culmination of the airport's partnership with The City of Edinburgh Council, Marketing Edinburgh and colleagues in China. Both UK and Scottish governments, Scottish Enterprise and VisitScotland also supported the campaign, alongside local sponsors Laing Jeweller and the Edinburgh Hoteliers Association.

Edinburgh looks to pioneer electric vehicle charging zones



Summary: As the number of electric and hybrid vehicles on our roads increases, a strategic plan for the city will help Edinburgh prepare for and support the migration to more sustainable forms of private of transport.

www.sustainableedinburgh.org

Innovative plans for the roll out of strategically located electric vehicle charging zones have been announced for Edinburgh. The Electric Vehicle Action Plan, believed to be the first of its kind in Scotland, will help equip the city to meet rapid growth in electric vehicles sales.

Across the UK, electric vehicle uptake is rising with sales predicted to reach 60,000 in 2018. Edinburgh already has more than 23% of all licensed

electric vehicles in Scotland and that figure looks set to increase exponentially in coming years. To meet that demand, the City of Edinburgh Council has identified the facilitation of electric vehicles as a key priority in its Sustainable Energy Action Plan, aimed at delivering a low carbon, resource efficient city.

The number of publicly-available electric charging points in the city has increased from eight in 2013 to 89 in 2017. Under the plans, Edinburgh could soon see three strategic charging zones developed. Zone 1 will cover the city centre, providing rapid

charging points – both on and off-street – including reserved points for taxis and car club vehicles. Zone 2 would focus on high density residential areas, while promoting electric car club vehicles. Zone 3 would encompass outlying areas including park and ride sites on the city's outskirts.

The move mirrors a wider Scottish Government ambition to deliver a major expansion of electric vehicle infrastructure across Scotland by 2022. As part of plans announced last year, Scotland aims to phase out all new fossil fuel vehicles by 2032.

Growth drives demand for affordable housing

Summary: Economic growth is one thing, but to be sustainable, growth must deliver opportunities for all.

www.edinburgh.gov.uk



A robust regional economy, unrivalled quality of life and thriving tech sector have combined to ensure Edinburgh continues to be one of the UK's fastest growing cities, recording a 12.3% increase in its working population between 2006-2016.

Meeting the housing needs of such a rapidly expanding population has become a key focus for the city. Under the recently announced Edinburgh and South East Scotland City Deal, with its strong focus on inclusive economic development across the region, plans are in place to deliver 20,000 new homes. The City Deal will ultimately see more than £65m invested in new housing for the region.

Over the next five years, that investment is expected to deliver nearly 8,000 affordable homes across Edinburgh, more than half of which will be earmarked for social rent with the remainder aimed at mid-market rent and low cost home ownership.

Work is already underway, with more than 2,000 affordable homes currently under construction across 33 sites.

As part of this commitment to Edinburgh's inclusive future, the Strategic Housing Investment Plan will also see around 3,000 affordable homes constructed with integrated health, care and support services for people with complex physical and health needs.

 Also of interest:

Following the success of Sleep in the Park last December, which raised more than £4m to help tackle homelessness, work has started on Edinburgh's first Social Bite Village, a low cost, safe living environment for up to 20 people.

Gates Foundation and UK Government support innovative research

© Neil Hanna Photography



Bill Gates and Penny Mordaunt MP meet vet students Rosie Armstrong and Ffion Hughes at the University of Edinburgh's Royal (Dick) School of Veterinary Studies.

Summary:
Recent investment announced in Edinburgh underlines the city's global reputation for excellence in food security and agricultural research.

www.ed.ac.uk/roslin
www.galvmed.org
www.cgiar.org
www.moredun.org.uk

Edinburgh's globally acknowledged research strengths in agriculture and food security received a welcome funding boost recently during a visit to the University of Edinburgh by Microsoft founder Bill Gates and Penny Mordaunt MP, International Development Secretary.

The investment in innovative agricultural research includes \$40m from The Gates Foundation aimed at developing new, affordable and accessible livestock vaccines, medicines and diagnostics for millions of smallholder farmers across Africa and South Asia. The money will be distributed over a five-year period via the Edinburgh-based public-private partnership Global Alliance for Livestock Veterinary Medicines (GALVmed).

Meanwhile the UK Government is to provide £90m over three years to international research organisation CGIAR, to facilitate new crop research

and innovation, as well as supporting further research into livestock genetics.

Ms Mordaunt also announced an additional £4m in funding for the Centre for Tropical Livestock Genetics and Health (CTLGH), which is based in both Edinburgh and Nairobi. The centre, a joint venture between the University of Edinburgh, Scotland's Rural College and CGIAR, is carrying out research aimed at improving the health and productivity of livestock in tropical climates.

The University of Edinburgh's Easter Bush Campus, which hosted the visit, is home to several renowned research organisations including The Roslin Institute and the Royal (Dick) School of Veterinary Studies, while the acclaimed Moredun Research Institute is a recognised leader in livestock welfare and disease control. The collective world-leading research emerging from Edinburgh is helping to improve food security around the world, especially in developing nations where improving disease control and agricultural productivity can have a profound economic and health impact.

Latest blogs from Invest Edinburgh...

26 March 18

Award-winning British steakhouse and cocktail bar Hawksmoor is opening its first steak restaurant and bar in Edinburgh later this summer in the art deco former Royal Bank of Scotland headquarters on St. Andrew Square.

19 March 18

Specialist private investment firm Cairngorm Capital Partners selects Edinburgh as its Scottish base, aimed at supporting well run manufacturing companies as they seek to scale-up.

12 March 18

Translation company Sure Languages has opened an office in Edinburgh city centre, expanding its growing business in Scotland. Invest Edinburgh spoke to Paul Bickham, Managing Director and found out why Edinburgh was the perfect place for expansion.

05 March 18

Trish McClay, Eco-System Manager at the Edinburgh Eagle Lab, explains Barclays' decision to open its first Scottish 'Eagle Lab' at tech incubator CodeBase.

20 February 18

James McClafferty, Head of Regional Development in Scotland at CityFibre, explains the benefits of Edinburgh's Gigacity network delivering speeds of 1 Gbps (1,000 Mbps) to businesses and the vision to position Scotland's capital for a bright future in the digital age.


ShareIn, the Edinburgh online investment platform provider recently celebrated a year of record growth by announcing a partnership with ethical bank, Triodos Bank, to launch the UK's first bank-supported crowdfunding platform.

10 QUESTIONS

Callum Murray, Chief Executive Officer Amicus

Having graduated in Business Studies & Entrepreneurship from the University of Stirling in 2007, Callum was named Princes Youth Business Trust Young Entrepreneur of the Year Central Scotland 2009. An accredited Civil and Commercial mediator since 2013, he was made an Enterprise Fellow of the Royal Society of Edinburgh in 2017 for his work on machine learning in the legal sector. The first person to win all three categories of the Scottish EDGE competition, Callum is currently entrepreneur in residence at SeedHaus.



<https://amicus.co>

You founded Amicus in 2015 with a clear vision: to make civil justice accessible to everyone. Where did the idea come from?

It was from personal experience. I had a previous business that went through the civil justice process. I found it very complicated, very expensive and very time consuming. There was clearly an opportunity to improve that situation, so we set about tackling the challenge through Amicus.

Your launch product, AmicusID, appeals across the professional services spectrum – what are its key benefits?

It's a simple and efficient way for businesses to handle sensitive information and undertake their client onboarding and compliance processes. Paper records can now be transferred digitally, enabling a process that would have taken hours, or even days, to be completed in a matter of minutes. It's aimed at the legal sector, but also wealth managers and IFAs, as well as accountants and estate agents – any regulated business running background checks or required to comply with anti-money laundering legislation.

Your existing AmicusID product has secured several high-profile customers, including The Law Society of Scotland, Thorntons llp and First Scottish. How easy is it to globalise the product and make it relevant to overseas legal jurisdictions?

The needs that we satisfy aren't limited by geographical boundaries. We've got some work to do covering the local market across

the UK, then incrementally we'll take the product set to new markets. We know the demand exists and our technology can scale in a significant way. For the moment, our focus is on delivering an excellent product and service across the UK. When the timing is right we'll make our move internationally.

Your latest seed funding round attracted San Francisco-based Fifth Era Capital. What was it about AmiquisID that interested US investors?

We're in a new golden era of entrepreneurial thinking and behaviour in the city. Organisations such as Entrepreneurial Scotland and Future X, through its Start-up Summit, have helped to bring us together; attract international speakers and create a platform for entrepreneurship in Scotland. Development programmes delivered through Informatics Ventures, centred around showcase events such as EIE, have certainly put the city on the global map. Our proposition has global potential and we've begun to prove our value to our local market. Now with growth capital, we're able to move quickly to take the opportunity. Fifth Era are an excellent fit for us, they've got some talented and very well connected people able to support us when we later scale into North America.

You recently announced plans to float Amiquis on the Alternative Investment Market (AIM). Do you have a target date for an IPO and what needs to happen to deliver that vision?

AIM is an obvious route to release capital for early investors, and then begin regenerating it. We don't have a target date at the moment. To make it happen, we'll move closer to generating positive cash flows. For now, our focus is continued investment into our first product, recycling of capital will come in time.

What does being headquartered in Scotland's capital, and Leith especially, bring to Amiquis?

Edinburgh is home to Scotland's judiciary. We have an internationally-renowned data science capability; it's a global financial services centre and the Scottish Government is based here. Within the space of a few miles, and a couple of dormant volcanoes, you've got everything you need from a technology start-up's point of view. The equivalent in the US would require offices in San Francisco, Washington DC and New York to access talent, customers and decision-making.

Leith is home to a thriving start-up tech community, boosted by the presence of incubator spaces such as SeedHaus. It's home to high impact, high growth companies – all



going places. Ten years ago, Skyscanner started across the road, so if it's good enough for them, it's good enough for us.

As a high growth tech business, how connected and useful have you found Edinburgh's tech eco-system?

Events run by groups such as Informatics Ventures, which coordinates Engage Invest Exploit (EIE), make you realise there are tech start-ups everywhere. The city is compact; you get to know people here. There is far more collaboration than competition. We might be 6-12 months behind some, but we are also 6-12 months ahead of others. There are all manner of purpose-driven and mission-led businesses starting up in the city – all focused on outcomes more than profit. Those that are getting on are those that are focused on something larger than generating profits.

We make great products because we have great people. We have great people because great people want to do meaningful work.

Having appointed Sir Sandy Crombie as Chairman last year, how instrumental has his involvement been in securing investment from other high profile investors?

Sir Sandy brings several decades of experience and insight to the business, which is of course hugely valuable. In short, he's able to peak interest from relevant people to take a closer look at us. They then like what they see.

The business picked up several awards in 2017. How has that helped Amiquis?

Our awards at EIE 2017, which was certainly on a par with any international investment conference I've ever attended, gave us invaluable exposure. However, there's a lot of training and support during the EIE process. It's a year-long programme of workshops focusing on pitching for new business; team building; presentation skills; managing a board. You're not only advised on what you need to do to secure essential

funding, but also what happens when the funding lands.

Being named regional winner for Scotland and Northern Ireland in the start-up category of Barclays' annual Entrepreneurs Awards allowed us to demonstrate that we've evolved from start-up into a sustainable, growing company. Knowing the other shortlisted candidates it was humbling to be named Entrepreneurial Scotland's Rising Star Award in December 2017.

What's next for the business?

We're going to fulfil our potential and live up to the high level of expectation we've established. Our first product, AmiquisID, has a growing and broad appeal across regulated professional services. We've doubled the size of the team and our business in the past 12 months and we aim to do the same in 2018.

Sales will be a key focus in 2018. AmiquisID is a core product for us, and we have 100% retention to date, however, we need to extend our reach and put the product in front of more people and new markets. Looking ahead we have other products in the pipeline that will allow us to scale. We also need to put the governance and infrastructure in place to allow that to happen. There's a big difference between 16 and 60 in the team and that means changes are going to happen across almost every function of the business.



Also of interest:

www.freeagent.com
[www.skyscanner.net/
aboutskyscanner.aspx](http://www.skyscanner.net/aboutskyscanner.aspx)
www.fanduel.com/about
www.futureinnovation.com

EDINBURGH OFFERS THE BEST GATEWAY TO INVESTMENT

Edinburgh's success on the start-up stage is no overture, but a fully-developed, carefully crafted production that has its key props well embedded: and now its star acts' performances are helping to captivate a global audience.

TEN YEARS AGO, IF YOU'D
SCANNED THE UK ECONOMY
FOR A \$1BN PROSPECT,
CHANCES ARE YOUR ATTENTION
WOULD HAVE STOPPED AT LONDON

and, perhaps, the south east of England – around Oxford and Cambridge. Edinburgh – unless you were checking out the impact of Dolly the Sheep in life sciences – was largely off the radar.

Fast forward a decade and that has certainly changed: the city was named 2016's entrepreneurial city of the year, and followed that in 2017 by being named one of the best places to start a business in the UK, by Barclays SME Growth Factors Index.

Centre-stage has been the captivating story of Skyscanner – sold last year for that \$1bn price tag. (\$1.4bn to be precise.) But while the spotlight has been focused on them, Edinburgh has assembled a supporting cast of innovators, inventors and entrepreneurs, all bursting with talent.

Investors have taken note.

Just as happened in the eighteenth century, Edinburgh's thought leaders have clustered around the city's universities, all four of which have distinct areas of international research expertise; experienced commercialisation

teams; and even dedicated accelerator programmes. Part of the University of Edinburgh, the Edinburgh Centre for Carbon Innovation (ECCI) focuses on the circular economy and carbon efficiency, and has been supporting Edinburgh-based Hemp Eyewear over the last few months.

Founder Sam Whitten joined the ECCI Accelerator Programme last autumn. His business, Hemp Eyewear, has taken a sustainable material – hemp – as the basis for an eco-friendly range of eyewear.

The project started as an idea for Sam's final year undergraduate Product Design project. "I produced some prototypes and went online with my idea. Within three weeks I had 7,000 email enquiries so set up a crowdfunding campaign to raise the money needed for further R&D, and to cover initial manufacturing costs."

Sam's sunglasses have now been sold to 25 countries, helped by advice on exporting from Scottish Development International.

With a proven market-appeal, Sam applied for a business loan from the Enterprise Scotland Investment Fund, and with that, set up his own manufacturing unit at the Biscuit Factory in Edinburgh, in 2016.

"Now we're looking to diversify into prescription eyewear and have just been to a trade show to meet with potential stockists."

The Scottish Investment Bank invested
£63.5m

*in 146 Scottish companies
in 2016/2017.*





growth potential, incorporated for less than two years, and help them prepare to win that missing backing from external investors.”

Scotland’s financial ecosystem has also matured in the last decade, with LINC Scotland – the Scottish Angel Capital organisation – representing no less than 21 active syndicates. Then there are home-grown venture capital investors like Scottish Equity Partners, who backed Skyscanner, from Edinburgh start-up to becoming the first-stop global portal for air travel. There is also the Scottish Investment Bank, which invested £63.5m into 146 Scottish companies in 2016-17.

“But we needed external finance to scale. Investors on Road to Investment, as it was called then, liked that we already had real orders, and got behind us.”

Alison now returns regularly, as a successful alumni (see box).

2018 will be a year of scaling up: “Our recent Scottish EDGE award has helped us increase production capacity. Our goal now is to offer stockists a full collection of eyewear.

“We’ve had great support at every step; from Business Gateway, the ByDesign grant from Scottish Enterprise, which is helping us develop our second product; export advice from SDI; ECCI’s Accelerator and now Scottish EDGE! The support infrastructure here is amazing.”

GETTING INVESTOR-READY

Like 7,000 other start-ups, Sam’s first stop had been Business Gateway. In Edinburgh, it has piloted a programme – about to roll out nationally – to help entrepreneurs get ‘investor-ready’. Gateway to Investment (GTI) launched in Edinburgh as the Roadway to Investment, in 2011, and 150 companies have now participated.

Among those on the original pilot was Safetray, founded by Alison Grievie. “We developed Safetray with our own resources, ploughing in everything we had,” recalls Alison. Used in the hospitality industry, Safetray is a patented retractable finger receiver, which fits on the underside of drink trays and gives waiting staff a better grip.

Helping entrepreneurs appeal to investors was the primary goal behind GTI, explains John Hughes, a high-growth advisor with Business Gateway. John launched Roadway to Investment with Howard Flint of LINC Scotland and is still an active organiser of the GTI programme, which now works with 6-8 selected companies per quarter.

“Entrepreneurs could access great support to prove a concept, through various grants, but grants only fund part of the picture. The question was where could these businesses get the seed investment they needed? GTI was designed to take companies with high-

Over five sessions, GTI prepares participants for pitching to a five-strong panel of angel investors; and syndicates such as Par Equity, Archangel, Equity Gap, Apollo, Wallace Equity, Tricap and Investing Women are all keen to participate.

AN INVESTOR’S PERSPECTIVE

Investor Michiel Smith was involved in the pilot, and has now invested in four companies through GTI. He is also gatekeeper for LINC Scotland member, Apollo.

“In my experience, there are two types of entrepreneur, the inventor and the salesman. Both typically are weak on the financials. That’s where the programme really helps.

“The biggest mistake participants still make is talking to investors as if they are potential customers. The message needs to be very different. What is the investment needed? What is the valuation? How has it been calculated? (That’s normally the biggest weakness when entrepreneurs arrive for the first session.) And what’s the growth plan?”

“I’d say Edinburgh now has a better developed infrastructure for start-ups than most places in the world, even better than London – although there isn’t the same money.

“There is now more start-up activity right across Scotland, not least through the Scottish universities, which are very strong. And as the support network has improved, companies looking for investment are far better prepared. This is a good environment for investors.”

Michiel continues: “There is still a lack of serious firepower when you get to investment rounds above £2.5m, but those companies have achieved a worldwide focus, and events like Engage Invest Exploit (EIE) have established the city and improved the picture with international venture capital.”

EIE has become Scotland’s premier technology investor showcase, connecting



The new Higgs Centre for Innovation at the Royal Observatory in Edinburgh will host a Business Incubation Centre providing a comprehensive offering to support 12 technology start-ups for two years each.

60 Scottish technology companies with investors, partners and customers. More than 1,000 people are expected to attend in May – including 250+ UK, European and international investors.

Staged by Informatics Ventures, EIE is now the largest event of its kind in the UK outside London, and the best opportunity for innovative technology companies seeking investment. Each year it takes Scottish data-driven and informatics-based high-growth ventures and prepares the selected panellists over four months, to get them investor-ready.

“We have people in Edinburgh who have built global companies from scratch,” states Doug Stephenson, founder of TravelNest. Aged just 23, he achieved Scotland’s largest ever seed funding round last year, raising €3.4m from Scottish-based Pentech, as well as Mangrove Capital Partners and Frontline Ventures; and securing Mark Logan, former COO of Skyscanner, as an executive board member.

TravelNest seeks to reinvent the advertising process for the vacation rental market, estimated to be worth \$193bn annually. “The issue is that more than half of all available capacity goes unsold. If you want to sell more, you have to advertise better.”

For Doug, inspiration came when trying to help his parents improve the online marketing of their own holiday-let properties. “We quickly got an initial customer base of companies wanting us to help them do better, and the huge potential of the proposition was obvious. We had our validation, and the metrics of the market were strong, but to scale up we needed investment.”

Edinburgh’s entrepreneurial network worked its magic. “I went to an event through Startup Grind and met Alistair

In 2016/17, members of LINC Scotland invested

£23.3m

and leveraged a further £12.13m of private and £13.57m of public funding into 67 companies.

Hann, formerly the CTO at Skyscanner. I was also introduced to Pentech, and within a week I had a terms sheet from them!

“The environment in Edinburgh is unique. One of our investors backed Skype and Wix. They have fantastic perspective.”

One piece of advice that has resonated with Doug is to ‘hire the best people in every role.’

“We’re building for the long-term, investing heavily in ensuring our product and technology is scalable and hiring the best possible team. Edinburgh has talent density: and a team of superstars will always work it out!

“It’s also a wonderful city with a great quality of life. We’ve attracted top talent from London because Edinburgh is one of the nicest cities in the

UK. 90% of our team walk or cycle to work – and salaries go a lot further here than in London. The city is also a centre of data science, with the School of Informatics, and DataLab is giving business brilliant access to academics.”

Doug continues: “Trying to hire the best possible team is much harder than raising money. Cash doesn’t solve all your problems. With regard to hiring an awesome team, being able to get advice from our board and investors is invaluable. For me, ‘the best’ is only the best I have seen, so it’s good to have people who force me to keep the bar high. I still have lots to learn!”

For Doug, and for many other Edinburgh start-ups, the stage is set. As the curtain goes up on 2018, it promises to be an exciting year.

+ Also of interest:

How Skyscanner took off:
www.investinedinburgh.com/business-support/case-studies/skyscanner

Changing the way the world holds things

www.g-hold.com

Travelling the world to promote Safetray at trade shows, Alison Grieve bought an iPad to stay productive while on the road. She found it a bit difficult to hold as she worked, and googled ‘awkward to hold’. The top return was ‘iPad awkward to hold’ – Alison immediately saw an opportunity.

“Our mission is to change the way the world holds things,” explains Alison. The G-Hold® followed quickly.

“We had the ergonomics tested in a bio-mechanics lab, through Interface, which matches business to academics.

We used the test data on our stand at an ergonomics trade show in the US towards the end of 2016, and met Apple and Microsoft!”

Several months down the line, Apple staff now use the G-Hold in-house, and Microsoft has added G-Hold as one of only 30 products worldwide to be officially recognised under their ‘Designed for Surface’ banner.

“The result was 20,000 products

shipped last November alone, all manufactured in Edinburgh. Investors are approaching us now, and we are currently raising finance to scale manufacture.

“The peer-to-peer support here in Scotland is excellent. The great thing is that with the success of Scottish companies, whether in software, fintech, gaming or manufacture, it benefits us all. Everyone can benefit in this environment.”



ROUND TABLE:

Success in 21st century business is built on continual innovation – and the right connections, globally. We ask five Edinburgh-based global innovators why the city is right for them.



JON PEEBLES,
CEO ADMINISTRATE



ROB PALFREYMAN,
CEO SENSEWHERE



ANDREW TELFER,
JOINT SENIOR PARTNER,
BAILLIE GIFFORD



MICHEL SMITH,
GATEKEEPER, APOLLO
INFORMAL INVESTMENT



DOUG STEPHENSON,
CEO TRAVELNEST

JON PEEBLES on how being in Edinburgh has helped support the internationalisation of the business:

“Administrate is one of the fastest growing tech start-ups in Scotland, and one of the things that’s contributed to that success is our diverse and very international customer base. With customers on six continents and offices located in the Middle East and America, our team is also very international.

“There’s no question that being headquartered in Edinburgh has been instrumental to the growth and success we’ve experienced at Administrate. Our ability to attract top notch engineering talent from the many high quality universities in Edinburgh has been critical to our growth. Our investors, who are in Edinburgh, have provided patient capital and supported the company through the inevitable challenges of growth.

“Our team loves the high quality of life they can access living and working in the capital city. We’re proud to call Scotland home and believe that there’s nothing quite like Edinburgh when you consider its infrastructure, quality of life, affordability, investors, and outstanding workforce.”

ROB PALFREYMAN on Edinburgh’s close links with China and how this has helped support business growth:

“Given that Shenzhen is the Silicon Valley of China and home to some of the world’s most innovative companies, there was no doubt China was the next big target for our business. The visibility

we gained by making the move to China granted us great opportunities with many industry top cats, and the leap itself was greatly facilitated by the City of Edinburgh Council initiative, with their Creative Exchange incubator. The tech incubator space gave us a valuable initial toe-hold, which not only opened vast new markets for our services, but eventually also made the service more prominent and sought-after. We now have our own offices in Shenzhen and Beijing as this on-the-ground presence is so important for fostering and maintaining relationships.

“China, not unlike Edinburgh, has a lot of expertise in key sectors such as technology and specialist manufacturing; the country offers an openness to the right ideas but also a fast lead to market – at scale. With access to the local network of the Scottish Enterprise and SDI’s China offices, the whole journey, from starting to focus on China as a potential market to the successful deal, took less than two years.”

ANDREW TELFER on Edinburgh’s established reputation as a global centre of fund management expertise:

“William Menzies visited the US several times in the nineteenth century and was inspired by the investment opportunities in what was then an exciting emerging market. So much so that he formed The Scottish American Investment Trust (SAINTS) in 1873, which is still thriving today and managed by Baillie Gifford.

“Baillie Gifford was founded in Edinburgh in 1908 and we are proud to be based here.”

“Investment trusts are one of the world’s oldest collective investment vehicles and have never been more relevant. The industry is flourishing and SAINTS is one of more than 300 investment trusts listed on the London Stock Exchange. Another managed by Baillie Gifford is the Scottish Mortgage

Investment Trust, which joined the FTSE 100 index last year.

“Baillie Gifford was founded in Edinburgh in 1908 and we are proud to be based here. For over a century we have championed the benefits to clients of taking a truly active approach to investing their money. As a partnership, we think in terms of generations rather than years. It’s this long-term approach that makes us confident about the future.

“Edinburgh has a long history of financial excellence and is one of the world’s top fund management hubs, with a mixture of home-grown and international firms. It has a highly-skilled workforce, a growing international airport and is consistently ranked as one of the best places in the world to live and work.

“They say past performance is no guide to the future, but Edinburgh’s financial industry is built on strong foundations which will help it thrive both now and in the years to come.”

MICHIEL SMITH discusses Edinburgh’s strong investment fundamentals and the opportunity for brands to make a global mark:

“I came to Scotland from the Netherlands and, in the time I have been here, the support structure for start-ups has become very impressive. Edinburgh has a fantastic quality of life and the cost of living here compares well with London and other entrepreneurial hubs. There are also great international connections direct from the city.

“There are opportunities. For example, in continental Europe some of the richest entrepreneurs are retailers. Zara’s innovation was in manufacturing locally, getting the on-trend products to market faster than competitors could sourcing from the Far East. IKEA is built around the single idea of flat-packaging. I remember as an investment manager, at the time of the first tech bubble, Amazon was simply an online bookseller. Neither would get support in the UK. We need to recognise that UK retailers can have a global marketplace, if they innovate well.

“That’s especially true for food and drink products, where Scotland’s global brand is exceptional. But food and drink innovation is harder, as start-up space is expensive – you can’t share space the way you can in tech. But there is an opportunity there that we shouldn’t let slip by.”

DOUG STEPHENSON explains what makes Edinburgh such an attractive destination for tech start-ups:

“Two words: talent density. Raising finance has to be a means, not an end in itself. The end is building a great product. At the end of the day, for tech start-ups at least, people are the key asset. Edinburgh is the right place for the right people. I met our investors by networking here in the city. They built global companies from here, and now they are looking to reinvest here – after all, the city is one of the best places to live in the UK.

“Edinburgh has a fantastic quality of life and the cost of living here compares well with London and other entrepreneurial hubs.”

“Another great advantage the city has is the availability of flexible space. We’ve grown rapidly with our investment, and the head count is going to continue to rise. I can’t predict what space we’ll need in 12 months let alone five years, but in Edinburgh there’s an abundance of quality office space available on flexible terms, suitable for start-ups and scale-ups.”



Also of interest:

Arc-net, a specialist in food chain traceability born out of Entrepreneurial Spark’s hatchery in Edinburgh, has received £2m growth funding from angel investor Dr Richard Steeves.

MADE IN EDINBURGH



www.cheekychompers.com

In less than five years, a chance conversation between two friends in 2012 has developed into a highly successful international business, with exports accounting for 65% of total sales across 35 countries.

Founded by Edinburgh mums, Amy Livingstone and Julie Wilson, Cheeky Chompers epitomises the type of high growth, disruptive business that today forms the beating heart of a thriving start-up community. They were recently named among the UK's brightest female entrepreneurs at the 2017 NatWest everywoman Awards.

As any parent knows, young children – especially babies – have a habit of dropping things. Not great when everything goes

in their mouth. As Julie explains, “Why hadn’t someone designed a teething toy that you could attach to your child?”

“We began by looking at dribble bibs and teethers, and saw an opportunity to combine the two,” adds Amy. “From day one, we wanted to create a quality product; a product we could potentially export by establishing it as a premium UK brand first. We started looking at different materials: fabrics and food grade silicones to create a highly absorbent, hygienic and chewable product – the Neckerchew!”

Early engagement with Scottish Enterprise, Edinburgh Chamber of Commerce and Scottish Development International helped Cheeky Chompers access manufacturing expertise and plan

for export from the outset. With support from family and friends the first product was launched in 2013. “Three retailers – John Lewis, Marks and Spencer and JoJo Maman Bébé, took the product on,” says Julie. “Within weeks we were swamped with global orders.”

Overseas deals followed, while a £50,000 Scottish EDGE award helped the business to penetrate the US market. In February 2014, Julie and Amy appeared on the BBC’s Dragon’s Den. “We had 30,000 people visiting our website minutes after that TV appearance,” remembers Julie.

Cheeky Chompers has since expanded its cheeky, innovative product range to include comforters, bibs, blankets, a tactile hippo teether and new Muslin Collection. All fabric products are manufactured in Scotland and the business now employs 13 people. That figure is likely to grow following expansion in China in 2017 and new products in the pipeline.

“Being in Edinburgh has been invaluable, giving us access to networks such as Entrepreneurial Scotland. We’ve been overwhelmed by the support we’ve received from the start-up community,” adds Julie. “It’s rewarding to know that not only are our products appreciated by parents, they really help people, including those with special needs. It just goes to show what’s possible if you trust your intuition and listen to your customers.”



Leah Hutcheon,
CEO and
founder of
Edinburgh-based
Appointedd,
was named UK
Small Business
Entrepreneur of
the Year at the
recent NatWest
Great British
Entrepreneur
Awards.

NEW ARRIVALS:

FAZENDA
RODIZIO BAR & GRILL

www.fazenda.co.uk/Edinburgh

WHO ARE THEY?

The fourth Fazenda restaurant to open in the UK, and the first in Scotland, Edinburgh’s new Brazilian steakhouse opened on George Street in March. A family business at heart, it was established by Robert Melman and Tomas Maunier, Sales and Marketing Director, in 2010. Both were inspired by their native Brazilian cuisine, which has proved a popular export around the world. They identified an opportunity to bring authentic Brazilian food to the UK.

WHAT DO THEY DO?

Fazenda is a top-end Brazilian steakhouse that serves meats the authentic ‘Rodizio’ way, a gaucho tradition in which meat is carved straight from skewers. Customers choose from a selection of 15 cuts of meat for the passadores (meat chefs) to grill before being served directly at the table. Guests then help themselves from a gourmet salad and sides bar as part of the all you can eat offer, with the meat service controlled through a simple red /green card on the table.

Fazenda also offers customers a fine wine menu, heavily influenced by South America’s top wine producing regions.

WHAT IT MEANS FOR EDINBURGH?

The business was attracted to the city by “an amazing demographic and a culture for great food and wine,” explains Tomas Maunier:

The result is a stylish restaurant, influenced by the fine dining scene in native Sao Paulo or Rio de Janeiro. It provides 175 covers including a private dining room for eight guests and a bar area to enjoy cocktails and wines. The new restaurant, which opened following a £2m refurbishment, employs nearly 70 people, providing opportunities for career progression within the chain as it seeks to establish Fazenda as the UK’s premier Brazilian-style steakhouse.

A BRIGHT FUTURE IS IN THE OFFING

Located just 10 miles from Edinburgh city centre, beneath the shadow of the Queensferry Crossing, Port Edgar – the only full service marina located on the Firth of Forth – is seeing investment shape a year-round retail and leisure destination.



Virgin Hotels has selected Edinburgh as the site for its first UK hotel. The announcement will see India Buildings, located at the top of the picturesque Victoria Street, converted into a 225-room high-end hotel offering a choice of dining and bars. The new hotel is set to open in 2020.



Also of interest:

You might also be interested in:
www.forthtours.com
www.bosuns.co.uk
www.buzzworks.com/venues



Summary: Port Edgar Marina is evolving into an artisan destination, with traditional marine services complemented by specialist retail and food and drink.

www.portedgarmarina.co.uk

There's no mistaking the military heritage of the 90-acre site; from the distinctive brick buildings to the robust boat sheds constructed by the Royal Navy in 1916. However, far from living in the past, today's operator, Port Edgar Holdings, is looking to the future.

With berthing capacity for up to 300 vessels, on-site marine engineering services, and sufficient draft to cater for today's increasingly large leisure boats, Port Edgar remains the destination of choice for those seeking to enjoy the Firth of Forth, as well as Edinburgh itself. Since assuming responsibility for the site on 1 April 2014, company directors Russell and Cara Aitken, have been focused on securing a thriving future for the active marina.

"In the summer, during the festival especially, we welcome boats from across Continental Europe," says Russell, Managing Director. "In terms of marina capacity, we're almost full but ongoing investment in new pontoons continues to improve facilities and ensure we service today's larger boats."

The marina is also home to the largest watersports and activity centre in Scotland. Port Edgar Watersports CIC offers everything: from paddle boarding and kayaking, to sailing or powerboating, covering beginners to advanced. In

addition, the marina also provides a base for Forth Boat Tours, which operates two cruisers providing a range of sailing options from early February to late October. Forth Bus and Boat tours now operate directly from Edinburgh city centre during the summer months.

The arrival of renowned Edinburgh furniture purveyors Shapes, at the start of 2018, reflects a broad vision for the site as a home for artisan retailers. The move complemented fellow retailer, Boson's Locker, which had diversified from a chandler exclusively offering sailing supplies into a seller of fine outdoor clothing and accessories.

Plans for the site received a further boost with the announcement that Ayrshire-based restaurant chain, Buzzwords Holdings, will soon be opening a 160-cover restaurant under its popular Scotts brand in July. Once complete, the restaurant will offer terrace dining with an unsurpassed view of the three iconic Firth of Forth bridges.

With expressions of interest from other prospective tenants, Russell explains that work is ongoing to cost the construction of two new tenant buildings, which could provide up to 9,000 ft² of additional space.

"Following last year's successful Open Day weekend, which attracted more than 5,000 people to the marina, we'll be repeating the event on 12-13 May, offering visitors a street food marketplace and live music, as well as taster sessions for all manner of watersports," adds Russell. "It's our aim to create an attractive, thriving year-round leisure destination for visitors and regular marina users."



SHARING THE STORY OF EDINBURGH'S TECH SUCCESS

Global cities such as Berlin, Stockholm and Barcelona have forged reputations as thriving tech clusters through a combination of economic activity and, increasingly, a strong tech brand. As Edinburgh develops its own tech 'story', we ask what this means for the city.

Summary: Ben Spigel has been looking at what makes some entrepreneurial ecosystems successful. The results are encouraging for Edinburgh.

Just over 12 months ago, Edinburgh was named entrepreneurial city of the year at the Great British Entrepreneur Awards. In the same month, it was voted the best city in Europe to locate a tech business by readers of *European Business Magazine*; a title reinforced in the *Start-up Cities Index 2017*.

But what do these accolades mean? *Invest Edinburgh* spoke to Ben Spigel, Chancellor's Fellow & Lecturer in Entrepreneurship at the University of Edinburgh.

Ben's research now focuses on the interaction of local labour markets, the availability of investment and mentoring support, incubation space and accelerator programmes, as well as attitudes towards risk-taking and collaboration.

As Ben explains, while successful entrepreneurial ecosystems might share common characteristics, each region evolves its own distinctive culture.

Edinburgh has:

3rd
highest per capita density of unicorns in the world

2nd
highest rate of scale-up businesses in the UK, after London

Highest number of technology and IP-based companies at scale-up in the country.

In Edinburgh's case, the graduate talent emerging from the city's universities combines with an unmatched quality of life, critical mass of career opportunities and a tangible pride in being part of the city's collaborative community.

Access to talent is essential to any ecosystem. "Successful cities risk outstripping the local supply of skilled employees with sector-specific experience. It is therefore essential for a thriving city to be able to attract talent from overseas, and that means building a brand narrative," Ben explains.

It might be early days, but Edinburgh's message is reaching a diverse and global workforce. In the second half of 2017 alone, the number of developers working in Edinburgh rose by 8%, while the number of data scientists rose by an impressive 19% in the same period.

SUCCESS BREEDS SUCCESS

"I believe Edinburgh has one of the strongest entrepreneurial ecosystems in Europe," adds Ben.

"Prior to Skyscanner's sale to Ctrip in 2016, it had the third highest per capita density of unicorns in the world. The city

also has the second highest rate of scale-up firms in the country, just behind London, and it has the highest number of technology and IP companies at scale-up in the country."

He continues: "Scotland has one of the best environments for angel investors in the world; it has policies that actively encourage it. The hope is that over the next five years, we'll increasingly see an active cohort of tech-savvy angels, who have scaled-up their own tech companies, re-engage with Edinburgh's ecosystem as investors in their own right."

As Ben highlights, increasing investment in tech, especially from North America, is generating high growth firms in Edinburgh. "However, we're also starting to see the city's ecosystem fuel start-up and scale-up activity in other sectors, especially tourism and food and drink, which often generate far more employment opportunities.

"Success breeds success, which is why Edinburgh is seeing a new generation of entrepreneurs emerge, inspired by and increasingly, mentored by, their predecessors."



THE BENEFITS OF CYCLING NEED NO SPIN

“To me, it doesn’t matter whether it’s raining or the sun is shining or whatever: as long as I’m riding a bike I know I’m the luckiest guy in the world” – Mark Cavendish, professional cyclist.



We might not all be able to match Mark’s success, but almost every cyclist out there – whether an occasional leisure rider, daily commuter or keen amateur racer – can relate to that sentiment.

Summary: Edinburgh leads the way in promoting active travel, supported by safer roads following the introduction of 20mph speed limits, which has resulted in 24% less road injuries.

<http://bit.ly/2CmCFEr>

Cycling has enjoyed a meteoric rise in popularity in recent years, especially in Edinburgh where cycling as a mode of transport has grown 50% over the past eight years.

That growth is supported by Edinburgh’s Active Travel Action Plan (ATAP), which aims to make work and leisure journeys on foot and by bike as easy, convenient and enjoyable as possible. Edinburgh has pioneered investment in cycling, largely thanks to a commitment to invest 10% of its entire Roads and Transportation budget on improving cycling infrastructure.

Combined with match funding through the Sustrans Community Links grant programme, investment is having a multiplier effect on residents’ attitudes towards cycling and encouraging modal shift in

how people get to work. In some wards, up to 17% of journeys into work are now made on two wheels, and with the advent of affordable eBikes, cycling has never been more accessible to people of all ages.

With more investment planned, the city-wide cycling network is set to expand, providing greater connectivity and safer, more segregated roadways. Among the key projects being designed is the City Centre West to East Link (CCWEL), which will deliver protected cycle tracks as part of public realm improvements. A further scheme – the Meadows–George Street cycleway – will improve city centre access from the south of the city, while the West Edinburgh Active Travel Area seeks to improve the cycling network in and around Edinburgh Park.

Martin Lings, Active Travel Officer at The City of Edinburgh Council explains the underlying strategy used to promote the active travel agenda. “Two themes underpin ATAP: the first is our quiet roads network, which aims

to separate cyclists from drivers via segregated cycle ways and quieter roads. Secondly, there’s the aspiration to be a Cycle Friendly City. That’s seen the introduction of a 20mph speed limit across much of the city, the introduction of segregated cycle boxes and the roll out of cycle early release traffic controls at junctions.”

Infrastructure is key to improving perceptions around cycling and road safety, but so too is public awareness of the health and financial benefits of leaving the car at home. One example is the provision of workplace travel planning for Edinburgh businesses – funded largely by the Scottish government’s Smarter Choices, Smarter Places initiative.

Bike hire scheme

Through Transport for Edinburgh, the city will soon see the launch of a cycle hire scheme that will offer residents and visitors access to a network of 600 bikes, including 100 e-bikes, and multiple pick up and drop off points. A pilot scheme is set to be unveiled in summer 2018.



Edinburgh's Old Town provides the ideal period setting for filming on the latest series of global smash hit, Outlander.

CELEBRATING EDINBURGH'S TIMELESS STAR APPEAL



Avengers: Infinity War was Edinburgh's biggest production to date.



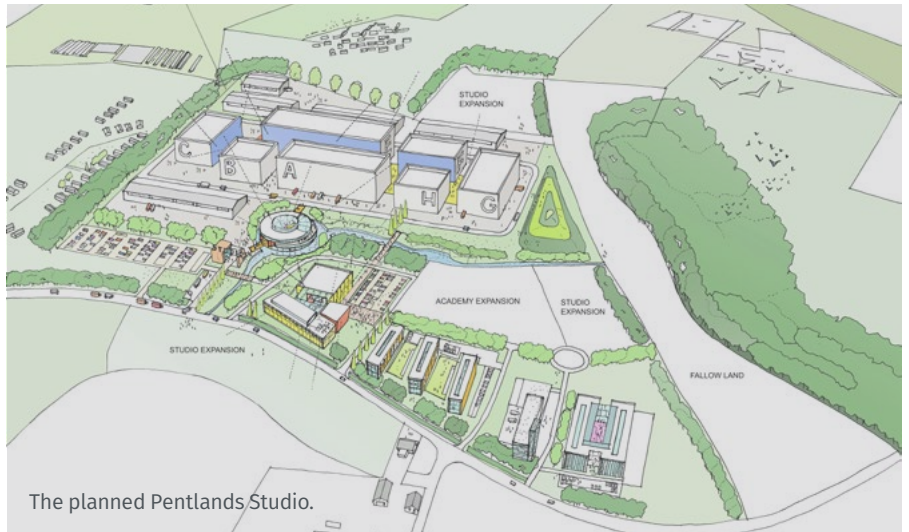
Filming on the Royal Mile. Edinburgh is set to host a premiere screening of the next Marvel installment.



Filming Outlaw King.

“Edinburgh is without a shadow of a doubt one of the most photogenic cities in the world, and not just because of the architecture, but also because of how the light plays...” Dexter Fletcher, Director of Sunshine on Leith.

www.filmedinburgh.org
www.scottishinternationalstudios.com



The planned Pentlands Studio.

Narrow medieval streets, contemporary urban backdrops, historic castles, stately homes, picturesque villages, sweeping beaches, and commanding cityscapes – it’s no wonder Edinburgh city region continues to attract TV and film productions from all over the world.

ACCORDING TO LATEST FIGURES RELEASED BY FILM EDINBURGH, THE ONE-STOP-SHOP FOR FILMING AND PRODUCTION NEEDS ACROSS THE CITY, 2017 HAS BEEN A RECORD-BREAKING YEAR FOR THE REGION'S FILM INDUSTRY.

Not only were 348 productions involved in location shots in the past 12 months, Film Edinburgh also received 559 filming enquiries: it's highest ever recorded annual figure.

Edinburgh has always appealed as a film location. It's not only the sheer diversity of location choices on offer, but the skills and experience of the crews based in the city that continue to secure repeat and new business. In fact, 25% of Scotland's crew base is in Edinburgh, delivering an A-Z of essential skills for any production company to tap into; from accounts to visual effects.

In 2017, Film Edinburgh states that film and TV productions delivered £16.1m in economic impact across the region, the highest figure yet recorded. The past year

has certainly provided the backdrop to several film firsts for the city, and numerous production highlights.

March saw Edinburgh city centre transformed during seven weeks of filming on the latest chapter of Marvel's hugely successful comic book series, due for UK release in May 2018. *Avengers: Infinity Wars*, the largest production yet filmed in Edinburgh, saw Waverley Station transformed while further action scenes were shot on Cockburn Street and the Royal Mile.

Craigmillar Park and Castle then provided the perfect location for Netflix's latest historical drama, *Outlaw King*, directed by Scottish director David Mackenzie. One of the biggest TV productions ever shot in Scotland, the series, which charts the story of Robert the Bruce, saw a medieval village, complete with dry stone dykes, thatched cottages and livestock, constructed adjacent to Craigmillar Castle.

“Accommodating feature films like *Avengers: Infinity Wars* shows the industry

that not only is Edinburgh a uniquely stunning and historical location, it also has the infrastructure in place to support big budget productions, and we are hugely proud to have worked on such a range of exciting projects this year,” said Rosie Ellison, Film Manager for Film Edinburgh.

PURPOSE-BUILT PRODUCTION STUDIOS

In December 2017, Scottish Government ministers awarded planning permission in principle to ambitious plans to construct a new purpose-built TV and film studio on the southern outskirts of Edinburgh. The Pentlands Studio will help the region meet the increasingly complex demands of production companies keen to shoot in the area.

Plans include the provision of dedicated film and TV studios, a film academy, energy centre, data centre and hotel. Continuing their ongoing collaboration with Midlothian Council, Pentlands Studio Ltd and associated contractors on the project are now working towards securing Planning in Detail.

2 SEMPLE STREET



High quality office accommodation with an urban style, set in the heart of Edinburgh's Exchange District and occupying a prime corner site.

A focus on sustainability delivers an exceptional working environment. If you want a location that has everything, then 2 Semple Street is it.

3,590 m² (38,648 ft²) of floor space over six floors, delivers an average floorplate of 674 m² (7,250 ft²). Facilities go above and beyond, including a fifth-floor balcony with commanding views of Edinburgh Castle, underground parking for eight cars, electric vehicle charging points, bike storage and workshop, as well as showers and changing facilities.

SUPERB GREEN CREDENTIALS

EPC – A | BREEAM – Very Good

www.2semplestreet.co.uk

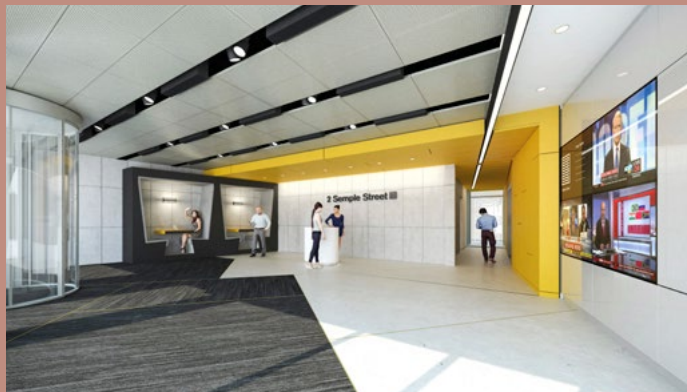


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